

From: David SZCZEPANSKI </O=INGENICO ORGANIZATION/OU=SER ADMINISTRATIVE GROUP/CN=RECIPIENTS/CN=DSZCZEPANSKI>
To: Christopher ROTSAERT
Sent: 12/9/2015 1:11:22 AM
Subject: Fwd: BBPOS selling direct to NAB
Attachments: image001.jpg; ATT00001.htm; Attachment3.msg; ATT00002.htm; Attachment5.msg; ATT00003.htm; Attachment7.msg; ATT00004.htm; Attachment9.msg; ATT00005.htm

Info a chaud Confidential.

On va probablement activer Le RP150 across the board. Strategie a definir. Garde cela a ton niveau pour Le moment.

Peux tu faire un point avec Landi sur la supply engage par Le besoin plast c.

Regards
David

Begin forwarded message:

From: Chris Dismukes <Chris.Dismukes@ingenico.com>
Date: December 8, 2015 at 18:33:58 EST
To: Ward Hewins <Ward.Hewins@ingenico.com>
Cc: "David.Szczeplanski@ingenico.com" <David.Szczeplanski@ingenico.com>, "Thierry DENIS" <Thierry.DENIS@ingenico.com>
Subject: BBPOS selling direct to NAB

Through a series of communications documented below we have come to understand that BBPOS has taken the NAB business direct resulting in a cancelled PO and likelihood of \$1M+ in lost revenues in 2016. Should this be allowed to occur then it stands to reason that Paypal business \$6M +/- will be at risk as well.

11/6/2015 NAB submits a PO for 20K PayAnywhere (PN 1053) units and 5K Phone Swipe (PN 1055) units (\$248,750); email 1 attached

12/4/2015 NAB requests cancelation of the PO via email; email 2 attached

12/7/2015 IMS responds the PO cannot be cancelled due to component acquisition; email 3 attached

12/8/15 NAB sends email to IMS stating they have spoken to the manufacturer (BBPOS) and they have agreed to allow IMS to cancel the order without penalty; email 3 attached

12/8/15 Robert (Bob) Cook, GM and President of BBPOS North America leaves me a voice mail stating that we have both accepted duplicate PO's for same Swipers from NAB and that we could cancel the PO without penalty. Wants to talk to me about competing moving forward; Voice mail attached

Please advise ASAP as I intended on talking to Bob ASAP but am holding off until I hear back.

Thank you,

Chris Dismukes
Senior Vice President, US Sales / Ingenico Mobile Solutions+/-

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